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What Seek We?

Just peace is of the nature of a conquest; For then both parties nobly are subdued, And neither party loser.

-Shakspere's Henry IV.

EACE is the noblest offspring of power," wrote Bayard Taylor after returning from service with commodore Matthew Perry's remarkable naval expedition to Japan. In 1852, commodore Perry set out for Japan, not knowing whether he should have to fight for his life and the safety of his ship, or whether he should be received in the spirit of friendship by a nation that had not emerged from semibarbarism and that until then had resisted every overture of western powers toward treaties of peace and commerce. Perry remained in Japanese waters for two years, and during that time he negotiated a treaty which, for the first time, opened Japan to western influences, commerce, and intercourse, and which, in truth, emancipated Japan from the old order that had blighted her development for centuries.

At Kurihama, Japan, the people of that wonderful empire in 1901 erected a monument to Matthew Perry. On the occasion of the dedication, the Japanese minister of justice spoke these pregnant words, which were embodied in a memorial and sent by special commissioners to the president of the United States:

"Commodore Perry's visit was, in a word, the turn of the key which opened the doors of the Japanese empire, an event which paved the way for, and accelerated an introduction of, a new order of things; an event that enabled the country to enter upon the unprecedented era of national prosperity in which we now live.

"Japan has not forgotten-nor will she ever forget-that next to her reigning and most beloved sovereign, whose rare virtue and great wisdom are above all praise, she owes her present prosperity to the United States of America.

"After a lapse of 48 years the people of Japan have come to entertain but an uncertain memory of Kurihama, and yet it was there that commodore Perry first trod on the soil of Japan, and for the first time awoke the country from three centuries of slumberous seclusion, and there first gleamed the rays of her new era of progress."

What a glorious heritage is this, which Matthew Perry, brother of the great Oliver Hazard Perry, victor of Lake Erie, left to the American people! What a text is this, to ponder over at this sobering moment of international misunder-

"Peace is the noblest offspring of power," wrote Bayard Taylor, a member of Perry's expedition, when he summed up in thoughtful verse his impressions of that wonderful visit of peaceful conquest. Are we prepared to deny it? Are we prepared to misuse our power? Are we prepared to assert that Matthew Perry's victory in Japan was any less glorious than his brother's victory over the British

If there were any heart in our diplomacy, there would have been no talk of war, no thought of war, for there would have been no violation of our national sovereignty, of our national rights, of our national prestige, or of our national honor, and therefore no excuse or cause for armed demonstration outside our own boundaries.

Terrible wrongs have been committed by Mexicans against the American people. Under ancient codes of international intercourse, the United States would be justified-would have been justified anytime this last year-in armed invasion with a view to restore order, protect our nationals, and guard the lives and property of foreigners. Under ancient codes of international intercourse, the United States would have been justified in waging a war of revenge and reprisal for the slights, outrages, and crimes that have been perpetrated, wilfully and without repression, or punishment, or offer of reparation, or restitution, or even friendly

The forbearance of the United States government has been, not noble, but craven. The failure of the United States government to act justly when emergencies have arisen, has been due, not to mastery of evil impulse, not to high principles of national duty and consideration for a weaker power, but to stupidity, to flat denial of the fundamental principles of our national existence, and to an immoral obedience to utterly discreditable promptings of a mean and mercenary policy which, even if not grounded in gross corruption, has been to the last degree dishonorable and shameful.

That we have been subjected, as a nation, to such outrages as have been repeatedly perpetrated in Mexico and along the border, and that we have been brought to the very brink of armed conflict with a friendly neighboring power, are both due solely to the failure of American diplomacy under the Taft-Knox administration. In cold blood the administration has sent our people to slaughter and outrage, and has condemned the property of Americans and other foreigners to destruction without hope of recompense; in cold blood the administration has refused to lift its hand to protect our nationals domiciled abroad; in cold blood the administration has defied and defiled every glorious and honorable tradition of American diplomatic history; and in cold blood, in pursuance of its contemptible and humiliating policy, its utterly soulless and heartless policy, of "dollar diplomacy." it has betrayed the American nation with its weak minded, irresolute, infirm, evasive, erretic, skulking, craven, ruinous policy-that damnable "policy" that is a total stranger to principle.

The Herald has expressed its sentiments thus frankly at the risk of being charged with inconsistency in what it is about to say. The other editorials on this page may seem inconsistent with this one, to a superficial reader and narrow thinker. We have deliberately put them all together here to challenge that very cry. For the views of readers or critics we have no responsibility, and can feel responsibility only for our own. To our mind there is nothing inconsistent in the tone of the three editorials on this page. Preparedness is always the part of wisdom. Eventualities in a larger way are mostly beyond our control. For our own local affairs, and for keeping peace with honor along the border among near neighbors, we are almost alone responsible, and we cannot dodge that responsibility. But we may also have and express our own ideas about the larger problems of international relations.

Therefore, The Herald does not hesitate to say that it believes the United States, at this crisis, can play the better and the nobler part in peace than in war. Mediation would not be resented, peaceable intervention, even with armed forces, introduced for police purposes only, would not mean war, should not mean war, if the movement were handled by skilled diplomats possessing the confidence of Mexico. The idea that war would necessarily result from the movement of an armed force into Mexico was the invention of president Taft, and that has done the mischief. It is a false position; we have abundant precedents for armed intervention, in case of need, without meaning to wage war. Peaceable intervention, even with an armed force, ought to be possible in case of need, and probably would be possible if we had a president and a secretary of state who could command the respect and confidence of our neighbors. Perhaps no such movement may be necessary. Diplomacy has not failed-it is the "diplomats" who

have failed. Diplomacy has not failed. Americanism has not failed. Failure has been due to departure from the historic principles and honorable traditions of Americanism

and of American diplomacy. Less than a week to wait, for a change at Washington. Things cannot possibly be worse than they have been under the retiring government. There is some reason to hope that they will be considerably improved, to this extent at least: that cold blood will be replaced with warm blood, that suspicion of motives will be abated, and that heart and sentiment will be restored to their rightful place in our

The policy of the United States toward Mexico must be positive, vigorous, and effective to the last degree; but it must also be just and honest. Not one item of our proper claims must be overlooked or neglected. Not one inch must Mexico trespass on our national rights at home or abroad. But let us drop the cheap bluffs. Let us meet and talk as friends. Let us aim to help, not harm. Let us show our power by right rather than by might. Let us insure respectful hearing and prompt attention to our just demands, not by threats but by IRRESISTIBLE DIGNITY. Let us cease playing the clown and return to sober intelligence.

Does not another opportunity await us in Mexico such as commodere Matthew Perry found and developed in Japan? Americans, think of our glorious history along the peaceful ways, and pause in awe, and in admiration for the peaceful con-

Is it glory? There is more glory in creating than in destroying.

Is it revenge? That is the instinct of the brute.

Is it respect? Remember the disparity in size. Is it protection for our nationals? To drive a nation insane is not the best way to insure protection.

Is it compensation for loss? Not all of Mexico and all the wealth of her rockbound treasuries can pay for one of the American lives that have been de-

Is there anything we might gain by war, that we could not better gain by peace, IF WHAT WE SEEK BE JUST?

You say that diplomacy has failed? No, O no, DIPLOMACY HAS NOT BEEN TRIED, for we have had no one in power competent to exercise its virtues.

Read once more that sincere tribute of Japan to a great American fighting commodore who won his greatest victory in the ways of peace.

Think of the empire that berders us on the south for 2000 miles. May there not be a wonderful opportunity here, to wake that empire from "slumberous seclusion," to "pave the way for a new order of things," and to turn upon her in all friendliness and good will "the rays of a new era of progress"? Would it not be the most glorious episode of our national history in this century, if we could drive darkness from this continent, help to banish ignorance and oppression, put an end to civil war through drging the ways of ealightened justice, and bind these people to us in the only alliance, the only compact, that can ever be permanent or profitable-the friendship that is based on mutual respect and mutual confidence?

This way points the star of our true destiny. The mariner on strange seas moves with caution and trepidation when storm and cloud for many days have prevented him from observing the stars and the sun, and he hears the booming of surf on unseen rocks. Only the casting of the lead, and the uncertain guiding of the compass, can help him, and he fears he knows not what, because he has lost his bearings. Then comes the west wind, clearing the sky; and upon the stars by night and the sun by day he sets his instruments, and takes his bearings. Then he puts his finger instantly upon the dangerous reefs, all charted but far from what he had imagined to be his course; and, rejoiced, he heads once more in calm assurance for friendly harbors.

We have been adrift in ugly winds. We have been near dangerous reefs. The stars and the sun have been obscured, and we have doubted our bearings. But now the sky is clearing. Let us get out our instruments, and take our readings. We are out of our course, but our craft is still sound and staunch, and our courage undaunted. Shall we continue to drift, after we KNOW? Or shall we stand to our chart, and follow the course which Matthew Perry traced, the course of the peaceful conqueror?

It takes two to make a quarrel, but it also takes two to cement an honorable peace. Will Mexico listen and attend? Will Mexico accept the terms? Will the United States forbear her just quarrel, and choose the nobler way even in the moment of chagrin at her own lamentable failures, even in the moment of just resentment at unprovoked aggression, even in the face of some popular clamor?

structive of the manhood of living man than war is destructive of his material body." But "peace with honor." Shall we essay it?.. Thus shall we find that "Just peace is of the nature of a conquest, for then both parties nobly are subdued, and neither party loser."

Not "peace at any price"-remember too that "There is a peace more de-

Governor Colquitt and National Duty

FFICIENT and capable as the Texas national guard is, the regular military force of the United States is better adapted to handle the The Texas state guard rates high among militia organizations and some of its units have often been complimented by inspectors of the regular forces for their excellence in military accomplishment. The personnel of many of the units is high, and the state guard in the joint maneuvers has always shown up well in comparison with organizations of other states. The men have a true spirit of readiness, and on a number of occasions they and their officers have shown that they are alert to the demands of their oath of public service. In any emergency they would be a most valuable adjunct to the defensive establishment of state and nation. Nobody doubts their patriotism, their courage, or their willingness to respond to any demand that may be put upon them in line of duty.

But the border guardianship is properly business for the national government. So delicate is the situation at some points and at certain times, that it is best that the border guard should be controled by higher than local authority, and kept free from local considerations. These things may well be conceded by all. Yet, while the governor's recent public utterances and some of his acts have been subjected to legitimate criticism because they have tended to increase, rather than reduce, the strain of the situation, nevertheless it is only fair and just to him to declare that his patience and that of the people of Texas has been sorely tried by the national government.

That long stretches of the border of Texas, probably 500 to 600 miles, have been inefficiently patroled is beyond question. The Texans in remote and isolated parts of the border counties have been subjected to dangers and actual raids that have been calculated to stir the people and the authorities of the state to radical f not impetuous action. The last straw was the removing of military patrol from districts that had been actually invaded by armed men from across the line. Governor Colquitt has been subjected to considerable criticism for his course, and yet the criticisms, if analyzed, will be found to have been directed rather at his nethods than his acts. He has played politics a little strong, and he has used language that has not tended to gain a sober and earnest hearing for the state. He has aroused the ire and even derision of some of the national military and civil authorities, when he was really trying his best to put the true situation before the Washington government in a way that would compel adequate protection.

Senator Sheppard has probably performed a useful service that may get results, because he has obtained from local officials all along the border first-hand information of conditions and on that he has based his request for additional troops to guard the more exposed parts of the boundary. The need is real, the emergency pressing, and the senator ought to have the backing of the people and government of the state in what he is trying to do at Washington. None the less, in view of . the failure of the Washington authorities to comprehend the real situation or to ac in accordance with common prudence, the governor is justified in holding the state guard in readiness to perform duties that the national government has wrongfully declined to assume. If he will try to avoid doing anything that might precipitate the very conflicts he is seeking to avert, he deserves commendation for keeping watch and looking out for the interests of the border settlements.

Meanwhile it is to be hoped that the Washington authorities will promptly meet the just demands of the people of Texas for enough troops on border patrol to protect the state against invasion. There is no doubt about the ability of Texas to protect itself under any and all circumstances, but the peace of two republics may be endangered unless the American national government does its full duty along the border in maintaining our territorial integrity at whatever cost,

In this connection it is fitting to protest against the action of the Washington government in so seriously reducing the military force at El Paso. The mere presence of the troops in sufficient numbers is a perfect guarantee against unfortunate developments in this vicinity. By taking away the artillery, the infantry, and part of the cavalry, the government has cut down the force here to only the bare necessities of a border patrol, with no reserve against emergency demands. El Paso is ready and willing to institute her own means of insuring peace and safety. but it ought not to be necessary for the citizens here to be taking thought of such matters.

Furthermore, the moral effect of the removal of the troops is so unfortunate that the formation of a local organization under such circumstances may in itself prove a dangerous factor in an already none too stable situation. By all means, the local garrison should be kept up to the standard of the past year, until all possibility of disturbance shall have passed.

Local Precautions

N CASE it should be deemed advisable to institute local measures for additional policing in case of any emergency, the activities of any volunteer body of citizens ought to be strictly limited to patrol and to maintaining order. A plan that contemplates the gathering of any considerable number of armed men

at any one point, in itself constitutes a menace to that very peace and order we are all trying to insure. Mobilization under such conditions would in itself mean the inciting of such feelings of vague apprehension and desire to be doing something, that even-under cool headed captains it might be impossible to prevent some acts that might result in unnecessary differences and deplorable disturbances.

A better way, it seems, would be to devise such a plan of organization as would mean the instant and efficient patrol of every block in the city, by competent and level headed men, whose sole duty and object would be to preserve order and quiet, and to prevent any unauthorized persons from going about unchallenged. Under such a plan, it would not be necessary to remove men far from their homes or places of business. After a sufficient guard had been established at places of greatest exposure, the remainder of even a very large force could well be utilized for block patrol solely. The net effect of such a plan would be to keep things absolutely level, and to prevent any untoward act, while affording the maximum protection against the evil designs of any few trouble makers who may always depended upon to spring up upon the least provocation.

Might it not be well for the local authorities to discuss these matters from every standpoint, so as to be able to plan and to carry out plans in such a way as to conserve rather than possibly to jeopard the public order and safety under any possible contingency? The very indefiniteness of the whole situation is creating a degree of vague apprehension that bodes no good.

14 Years Ago Today From The Hernld This Date 1899,

G. T. Newman came in on the Santa Fe today from the north. J. B. Fall went to Las Cruces this morning over the Santa Fe. C S Fowler left for Kansus City this morning over the Santa Fe. C. O. Coffin and Billy Rheinbelmer left for Clint, Tex., this afternoon, over

the T. P. yesterday morning from V. A. Hawkins general attorney for White Oaks road, has returned to

Assistant superintendent Ayer of the Santa Fe went north over that line last night to Rincon, N. M. Tonight at Chopin hall, professor rought at Chopin ham, professor an Fouche will give a recital for the nefit of the public school library. A permit was issued this morning to rs. Annie Wood by the city clerk for e erection of a \$2000 residence on Main

The E. P. & N. E. is considering the advisability of running semi-monthly advisability of running semi-monthly M. Millacurch was elected vice president of the club.

Col. Frank Morgan, general fivestock agent of the Pecos valley rallway, who is contracting livestock shipments for the Panhandle district, is in the city. The importations of Mexican ore through this port are remarkable in view of the fact that the Juarez smolter, recently erected across the river on the Mexican side is reducing several thousand tons of ore per month.

The "Two Married Men" company was greeted by a very small audience last night. The comedians excited some laughter, but nothing to be compared with the mirth that could have been procured by stronger actors.

A paper was being circulated today for signatures among business men to

A paper was being circulated today for signatures among business men to call a convention to meet in this city March 16 and 17 to take action with reference to the formation of the new state out of portions of New Mexico and west Texas. It is proposed to invite delegates from all counties interested, and take definite action.

The Republican club met last evening at Union Labor hall and adopted by-laws and constitution. It will go to work to secure the enrolment of all the Republicans in the city and bopes to because the election of the ticket which will be out out by the Republicans at the coming convention next menth. P.

M. Milliprocycle was elected vice presi-

ABE MARTIN



Nobuddy ever got so rich he could pay th' fiddler an' never feel it. Morty Spray wuz adjudged insane t'day. He imagines he's workin' fer his wife's father.

BUYS LAND TO PUT UP MORE BUILDINGS

Gus Momsen Makes \$18,000 Deal in Cotton Addition Property; Rio Grande Bungalows Sold.

Gus Momsen has bought \$18,500 worth of real estate in the Cotton addition, near his hardware house, and will erect additional buildings on the purnased property. The lots include six full lots and two fractional lots in block 77, of the Cotton addition, on Olive street, and 15 lots, beginning with lot 4, in block 70, and running to the Texas lots are located on Magoffin avenue. The lots were purchased from the Cotton estate through the A. P. Coles & Bros.

Residence Is Sold. M. L. Buttner has bought from H. H. Bailey the four room home at 2918 Manzana street, East El Paso, for \$850. Itawkins Bros. made the sale.

Sells Land Near Cruces. The Juan Chavez estate has sold W. H. Eardley and Morris P. Kirk, of Sait Lake City, Utah, 160 acres, three miles west of Las Cruces, N. M., for \$4800. The sale was made by C. H. Leavell, who also sold Paul E. Jette lots 15 and 16, an Gold street in block 22 Manhattan. on Gold street, in block 33, Manhattan Heights, for \$500, and has sold H. J. Viliamson six lots on Memphis street, block 65, of the same addition, for

\$1350.

Mrs. W. N. Chamberlain has bought lots 5 and 6, in block 49, Morningside Heights, for \$400, and Mrs. Thomas Quigley has bought lots I and 2, in block 28, of the same addition, for \$550. These sales were made by the Newman Invest sales were made by the Newman Invest

Sells Rio Grande Bungalow. The Mayfield Realty company has sold B. C. Anthony the five room bungalow at 2858 East Rio Grande street for \$3650, and has sold E. L. Young the five room brick bungalow at 2861 East e Grande street for \$3650. He is now The same occupying it as his home. fir mhas sold E. T. Strobhart, of St. Louis, Mo., lots 44, 45 and 46, in block Grande street, for \$4500, and has pur-chased lots 3 and 4, in block L, of Hague's subdivision of Government Hill, facing on Bliss street, from W. L. Field This firm has started construction of three new bungalows in the re to be five room bungalows and will cost \$3000 each and one will be a six room bungalow with heating plant and

Buys Highland Park House. M. T. Bradley has purchased from H. b. Boddington the four room brick resience in block 135, Highland Park, for Hawkins Bros. made this sale. S. L. Patton is preparing plans for a two story, 10 room house to be erected at 909 Myrtle avenue for Miss Margaret Del Bueno to cost \$5260.

NEW MEASURES UP IN NEW MEXICO

(Continued from page 1.)

was passed, after more than an hour's

Many New Bills.

The following bills were introduced: House bill 250, by Mr. Chaves, requiring a prohibitive license from all nonresident salesmen or agents of foreign concerns; house bill 251, by Mr. Sanchez, for the protection of common laborers; house bill 232, by Mr. Evans, amending section 16 of chapter 33 of the acts of the 38th assembly; house bill 253, by Messrs. Clancey and Manzanares, appropriating \$6000 for a bridge at Fort Sumner; house bill 254, by Mr. Baca, of Santa Fe, investigating certain conditions relative to water supply; house bill 255, by Mr. Nichola for an armory at Clovis and providing Many New Bills. certain conditions feinive to water supply; house bill 255, by Mr. Nichola; for an armory at Clovis and providing for an Issue of bonds therefor, house bill 256, by Mr. Baca, relative to the administration of communinty land grants; house bill 257, by Mr. Claricey, appropriating \$4000 for a bridge at Anton Chico; house bill 258, by Mr. Baca, of Santa Fe, providing a system of clerks and stenographers for the traveling auditor's office and for traveling expenses; house bill 259, by Mr. Skidmore, amending section 2372 of chapter 77 of the compiled laws of 1837; house bill 260, by Mr. Carter, amending section 4678 of the compiled laws of 1837; house bill 261, by Mr. Guruie, providing for the extermination of loco weed and the payment of a premium on each pound thereof.

Favorable Reports.

Among committee reports adopted

Among committee reports adopted were the following:

By the judiciary committee: house bill \$9, prohibiting prize fighting, favorably; house bill 119, relating 10 boards of education, favorably; house bill 184, creating the office of clerifof the district court, favorably.

By the finance committee, without recommendation: House bill 138, appropriating \$5000 for a bridge at the bolls; house bill 126, appropriating \$5000 for a bridge at the bolls; house bill 126, appropriating \$5000 for a bridge at Espanola; house bill 151, creating 30 teachers' scholar-sity and appropriating money to pay the expenses thereof, some \$5000; house bill 179, appropriating \$4000 for a bridge across the Rie Grande near the Dona Ana-Sierra county line; house bill 181, providing for county publicity funds; house bill 182, a Rie Grande improvement bill.

By the mines committee: house bill 25, creating the office of state mineralogist, favorably.

By the state affairs committee: House

alogist, favorably.

By the state affairs committee: House bill 178, relating to the maintenance of roads and bridges, favorably. This is

Insed after some discussion.

the county bridge act.
House bill 17, giving convicts employed as mechanics or trustics, without the penitentiary walls, 10 days additional good time per month, was passed.

House bill 72, placing all funds derived from county flour ficenses to the credit of the county school fund, was

Profits of the Middleman

Present Delivery System Costs Consumers Millions of Dol-lars Annually. By Frederic J. Haskin

When the statement the stock and fattens it, and who grows the grain and other produce, gets less than half the price the consomer pays at the corner grocery, and when that information is not a mere surmise but a conclusion based upon careful statistical inquiry, it becomes a highly interesting thing to the consumer to get a glimpse at the processes by which his dollar becomes a 50 cent piece. 50 cent piece.
Middlemen in Reef Industry.

Middlemen in Reef Industry.

An interesting picture of how the process moves forward step by step is afforded by a study of the middlement in the beef industry, one of the most highly organized of all our marketing industries. In considering these various steps, however, it is well to keep in mind that in some stages of the procedure unusual economies have been effected, and that but for these it is hard to tell where the prices the consumer would be called upon to pay for his steaks and reasts would end. For instance, by slaughtering close to the cattle supply, the saving effected in the transportation of the dressed beef rather than of the cattle on the hoof, becomes a substantial consideration. Seven carloads of live cattle have about three average carloads of dressed beef. The difference in the freight rate on a live and slaughtering of a love amounts to about \$1.50 per head. In slaughtering on a large scale and the consequent utilitation of the by-products, a saving of large proportions is effected.

Cost of Handling Cattle.

When the Texas farmer sells his

consequent utilization of the by-products, a saving of large proportions is effected.

Cost of Handling Cattle.

When the Texas farmer sells his stock cattle, a charge of, perhaps, a dollar a head is made by the buyer for the service. Then it costs shout 15 cents a head to drive them to the railroad, \$2.30 a head freight to Montana and the Dakotas, 29 cents a head for feeding en route, six cents a head for attendance and 15 cents a head for driving from the station to the runch, or about \$2.35 per head, all told. On the northern ranch this stock cattle mast be converted into fat cattle, and, of course, the rancher who does it is not in the business for the nicasure there is in it. He probably adds something to the value of the stocy besides the cost of putting on the surplus meat. At any rate, it costs more to get the fattened steer to and through the stockyards at Chicago from the northern ranch than it did to get him through the first stage of the lourney to market. The whole course of transportation from Texas to Chicago adds a cent a pound to a cent and a half a pound to the value of the live steer by the time he reaches the packer. The profits of the huvers and other middlemen between grower and packer probably bring the total up to two cents a pound.

Profit for the Packer.

The packer, perhaps, pays six cents

Prefit for the Preker.

The packer, perhaps, pays six cents a nound for the steer on the hoof. He usually sells the dressed beef at a margin of about three cents above the on-the-hoof price, a figure that would mean a heavy loss to him except for the by-products. To illustrate, a steer which would cost him \$50 on the hoof, would not him less than \$50 worth of dressed beef. If the packer were to make only one cent a pound on the cattle he dresses, the big packers would be making \$120,000,000 a year, or more than a billion dollars every decade and, of course, no one claims that they have made that much.

After the beef is dressed, there is the shipping charge for transportation Profit for the Packer.

After the beef is dressed, there is the shipping charge for transportation and teing, which adds about another cent to the cost. Then it goes to the retail butcher. If the beef has cost the packer six cents on the hoof it will cost the retail butcher around 10 cents ta pound wholesale. A cent a pound more on the hoof will increase the price of the dressed beef about a cent and a half a pound, out of the 12 cent a bound carcass the retailer will probably cut the consumer's roast at something under 30 cents.

ably cut the consumer's roast at something under 20 cents.

Delivery Expense for Retailer.

Inquiry among retailers shows that one of their main expenses is that of delivery. A manager of a big chain of stores, which sell for cash and leave the matter of delivery to the consumer. declares that the reason their prices are about 20 percent under those of the other grocers is because they effect that saving on delivery alone. For steak that an ordinary grocer sells at 25 cents a bound, these stores charge 20 cents. From this it will be seen that the delivery wagon probably figures more than middlemen's profits in the sales of produce to the consumer. Based on the assumption that the farm produce sold in this country does represent \$12,000,000,000 to the consumer, and the further assumption of this manager that the retailers delivery wagons are responsible for 20 percent of the consumer's grocery bill, that scandalous institution, the delivery wagon, costs the American consumer annually enough to build the Panama camal, deepen the Mississippi river, construct a deep waterway to Chicago, and still leave enough to pay for the mightient fleet of dreadenoughts that ever cut the waves on any sea.

Middlemen's Profits in Clothing.

Nor are the deepen and the oth-Middlemen's Profits in Clothing.

that ever cut the waves on any sea.

Middlemen's Profits in Clothing.

Nor are the grocerymen and the other middlemen, who buy and sell farm produce, the only middlemen who are charged with having a hand, either in the shape of profits or of necessary expenses in the things the consumer has to buy. The American Woolen and Cotton Reporter puts the high price of clothing upon the men who handle it from the time it leaves the producing manufacturer until it reaches the wearing consumer. It states that a certain New England manufacturer, whose brand of underwear is known throughout the country—a brand which retails at from \$1.50 to \$2.00 the garment—makes only 50 cents a dozen when he sells them. It is claimed that it costs \$4.20 a dozen to manufacture garments that retail for 50 cents, and that the manufacturer is satisfied with as much profit on a half dozen garments as the retailer is on a single suit.

The claim is made by this journal that dress goods for which a woman pays the retailer \$2.50 a yard, cost him \$1.50, and that the suit she buys for \$2.5, costs him \$13.72. A 40-inch lawn, retailing for 30 cents, was sold by the manufacturer for 18% cents. An imported linen fabric which cost the retailer 28 cents, the Reporter asserts, is being sold for 50 cents a vard. It is porting lines labric which cost the re-tailer 25 cents, the Reporter asserts, is being sold for 50 cents a yard. It is claimed that figures like these without end might be produced, and that they prove beyond question that the manu-facturer has no hand in the high price was that exists taken. era that exists today

facturer has no hand in the high price ora that exists today.

High Cost of Selling.

B. F. Yoakum, the big western rall-road president, pins the blame for high prices onto the middleman in almost every field. He says it is a matter of "the high cost of selling," and cites some striking figures to prove it, among them the financial history of a carload of watermelons grown in Oklahoma. The farmer who loaded the car said that the meions were sold by him at 5 cents each, or \$52.50 for the carload of 1950 meions. It cost the buyer \$75 to han! these meions 800 miles to St. Paul. The retail price of those meions in St. Paul ranged around 60 cents each, so that the carload would bring about \$520 at consumers' prices. Of course, it is reasonable to suppose that the case cited by Mr. Ysakum is an unusual one, but the fact does remining that there are practically three of four people who must levy their Hyling and their profits on the goods and produce that pass through their hands while traveling from the producer to the consumer.

All Deny Responsibility. All Deny Responsibility.

With farm produce the commission merchant says he is not to blame, because his commission is a cents on the dollar, as a rule, and that it is no more today than it was before the present cra of high prices. The wholesaler says he is not the culprit, for his marchine is very small on each item he handles, and that he can make more money in the ends by making large sales on about marchine than by making small says that he is not the man; that he can marchine than by making small says that he is not the man; that he man is that he is not the man; that he man is that he is not the man; that he

Voltaire

By GEORGE FITCH, Author of "At Good Old Siwash,"

7 LTAIRE was a thin Frenchman with a million-volt brain who flourished in the first three-quarthat the farmer who breeds ters of the 18th century and made himself famous by getting along without any religion or morals to speak of in an

cloquent and successful manner.
Voltaire's real name was Francois
Arouet. He used his other name merely
as a trademark. He was born in 1694
near Paris and by 1716, he had become sufficiently learned to be sent to the hastile for writing a sarcastic poem about Louis XIV. Sarcasm regarding kings was usually a little more fatal than spinal meningitis in those days, but Voltaire was as versatile an explainer as he was a satirist, and got loose in a year, while many gentlemen without his large stack of adjectives at their com-mand, lingered on in their cells for 60 years or more for the same offence. Voltaire managed to write himself

back into the bastile in a few years, and then went to England, where he adopted poetry as a more harmless form of literary exercise and soon became famous. He was the idol of France when he returned, and for many years was allowed to warm the royal flannels in the king's bedchamber-a position for which great men in France fought and sighed in those silly old days.



"The king would hurl a piece of bric-a-brac at him and motion for the court executioner."

Voltaire spent many years philoso-phizing and writing poetry and was a great favorite in society, though he never entirely married. In 1750, having joked once too often with the king he re-moved from France with some abrupt-ness and formed a great friendship with Frederick the Great, who paid him \$4000 a year to sit around and converse. However, Frederick was irascible, and every time Voltaire conversed him into a cor-ner and jabbed him with an unanswerable argument, the king would hurl a piece of priceless bric-a-brac at him and motion for the court executioner with a horrid leer. This got on Voltaire's nerves and after three years he stopped fooling with kings and other forms of sudden death and settled down quietly with a learned lady friend in a small hamlet, where he wrote copiously until he died at the age of 84.

Voltaire was ad clever that he made vice beautiful and unbelief noble, but

most of his adoring followers lacked his -Copyrighted by George Mathew Adams.

Mathew Adams.

can show beyond peradventure of a doubt that he is not growing rich, and that he would be satisfied if he were making only a fourth of what the public thinks he is.

There is evidently some truth in all their denials. The commission merchant does not extract a great deal of profit from any particular dozen of eggs or crate of chickens, but on the whole he lives well and is able to save a competence. The wholesaler, likewise, does not add a great deal to the total, but he too, has those things which show he is getting zood living that he feels he is entitled to have.

Retailers by the thousand do go to the wall, and other thousands do make a rather poor living out of it. But their trouble seems to be more through the lack of business management than the lack of margin on their sales. A small business that has to yield enough profits to raise a family, to pay the running expenses of the store and file like, must levy a goodly percentage on each dollar's worth of goods sold. And here is where the big grocer comes in. He can undersell the small grocer and still keep the prices so high that his big sales enable him to have a fire home, an electric automobile for his wife, a gasoline car for himself and the family, and all the things that go with them.

The same is true with the general

the family, and all the things that go with them.

The same is true with the general merchant. The small store may make a big percentage on everything it sells, but still the total is not great. On the other hand, the big department store may sell on a closer margin and still grow so rich that apartment houses, office buildings, blocks of small residences, become the visible evidences of the total profits the business yields.

Tomorrow: Producers' Association.

Living Too Long By Walt Mason.

I would not care to live, my dears. much more than 700 years, if I should last that long: for I would tire of things in time, and life at fast would seem a crime, and I a public wrong. Old Gaffer loodworth, whom you know, was born Goodworth, whom you know, was both 100 years ago, and states the fact with mirth; he's rather proud that he has hung around so long while old and young were falling off the earth. But when his boastful fit is gone, a sudness comes his face upon, that speaks of utter woe; he sits and brooms and dreams again of vanished days of long dreams again of vanished days, of long dead men, his friends of long ago. There is no loneliness so dread as me who mourns his dead in white and wintry age, who, when the lights extin-quished are, the other players scattered far, still lingers on the stage. There is no solitude so deep as that of him whose friends, asleep, shall visit him no more: shall never ask, "How do you stack," or slap him gaily on the back, as in the days of yore. I do not wish to draw my breath until the papers say that Death has passed me up for when I am tired I want to die and in my conv casket lie as one who calmly sleeps. When I am tired of dross and gold, when I am tired of heat and and happiness has wanted, I want to show the neighbor folk how gracefully a man can croak when he's correctly

AND STILL THEY FLOW, From Deming (N. M.) Headlight.
Isn't it nearly time for the Artesian
Belt to run that story again that appeared in the El Paso Herald some
time ago under the heading. "San Simon a Valley of Flowing Wells". It
has only appeared three times during
the past six weeks.